



Legislation Text

File #: 23-536, **Version:** 1

STRATEGIC PRIORITY: Government Performance & Financial Management
AGENDA DATE: March 8, 2023
COUNCIL DISTRICT(S): 6
DEPARTMENT: Office of Procurement Services
EXECUTIVE: Jack Ireland

SUBJECT

Authorize a five-year concession contract for the operation of food and beverage concessions at the Kiest Softball Complex for the Park & Recreation Department - Glow Cones Concessions, LLC, most advantageous proposer of two - Estimated Revenue Amount: General Fund \$36,250 (Annual Net Revenue \$7,250)

BACKGROUND

This concession contract will provide for the operation of food and beverage concessions at the Kiest Softball Complex for the Park & Recreation Department located at 3080 South Hampton Road to fully and adequately serve the public including all necessary staff, materials and equipment to provide food and beverage concession service as well as provide miscellaneous set-up and clean-up services relating to food and beverage service operations as required. Kiest Softball Park is a 263-acre park which host softball leagues during spring, summer and fall seasons. On average 650 patrons visit the Kiest Park Softball Complex weekly. Several tournaments including a national tournament are held throughout the year.

A six-member committee from the following departments reviewed and evaluated the qualifications:

- Department of Convention and Event Services (1)
- Department of Sanitation Services (1)
- Office of Arts and Culture (2)
- Park & Recreation Department (1)
- Office of Procurement Services (1)*

*The Office of Procurement Services evaluated cost and local preference, if applicable.

The committee selected the successful respondents on the basis of demonstrated competence and qualifications under the following criteria:

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|------------------------------|-----------|
| • Revenue sharing percentage | 35 points |
| • Experience | 30 points |
| • Approach and operation | 30 points |
| • Local Preference | 5 points |

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

On November 10, 2015, the City Council authorized a living wage policy that requires contractors to pay their employees a “living wage” rate as established annually by the Massachusetts Institute of Technology Living Wage Calculator for Dallas County by Resolution No. 15-2141. The calculated living wage during the solicitation process of this contract is \$15.21; the selected vendor meets this requirement.

PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)

On January 11, 2017, City Council authorized a five-year concession contract for the operation of food and beverage concessions at the Kiest Softball Complex with Elroy Johnson dba Glow Cones by Resolution No. 17-0066.

On January 26, 2023, the Park & Recreation Board approved a five-year concession contract for the operation of food and beverage concessions at the Kiest Softball Complex.

FISCAL INFORMATION

Estimated Revenue Amount: General Fund \$36,250 (Annual Net Revenue \$7,250)

M/WBE INFORMATION

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal
\$36,250.00	Revenue	N/A
M/WBE Subcontracting %	M/WBE Overall %	M/WBE Overall Participation \$
N/A	N/A	N/A
• The Business Inclusion and Development Policy does not apply to Revenue contracts, however, the Prime contractor is MBE certified.		
• Glow Cones Concessions, LLC - Non-local; Workforce - 2.77% Local		

PROCUREMENT INFORMATION

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none">• Utilized for high technology procurements, insurance procurements, and other goods and services• Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications• Always involves a team evaluation• Allows for negotiation on contract terms, including price
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The Office of Procurement Services received the following proposals from solicitation number BPZ22-00017599. We opened them on March 24, 2022. We recommend the City Council award this concession contract to the most advantageous proposer.

*Denotes successful proposer

<u>Proposers</u>	<u>Address</u>	<u>Score</u>
*Glow Cones Concessions, LLC	14778 Blakehill Dr. Frisco, TX 75035	81.83
Heartland Food Group	2814 Bill Owens Pkwy. Suite 400 Longview, TX 75605	77.33

OWNER

Glow Cones Concessions, LLC

Elroy Johnson III, Chief Executive Officer